

	2020	2021	2022	2023
<b><u>Revenue:</u></b>				
Direct Revenue	\$ 14,469,719	\$ 16,114,445	\$ 17,125,926	\$ 17,810,963
Service Revenue	\$ 792,748	\$ 903,733	\$ 948,919	\$ 986,876
<b>TOTAL Revenue</b>	<b>\$ 15,262,467</b>	<b>\$ 17,018,178</b>	<b>\$ 18,074,845</b>	<b>\$ 18,797,839</b>
<i>% Growth</i>		11.50%	6.21%	4.00%
Cost Of Goods Sold	\$ 10,095,537	\$ 11,386,652	\$ 12,025,463	\$ 12,405,408
<b>Gross Profit</b>	<b>\$ 5,166,930</b>	<b>\$ 5,631,525</b>	<b>\$ 6,049,382</b>	<b>\$ 6,392,431</b>
<i>% Gross Profit</i>	33.85%	33.09%	33.47%	34.01%
<b><u>Operating Expenses:</u></b>				
Labor	\$ 3,668,680	\$ 3,521,198	\$ 3,656,046	\$ 3,796,288
Distribution	\$ 1,304,104	\$ 1,186,894	\$ 1,234,370	\$ 1,283,745
Insurance	\$ 305,307	\$ 317,519	\$ 330,220	\$ 343,429
Occupancy	\$ 231,191	\$ 234,083	\$ 243,446	\$ 253,184
Technology	\$ 119,771	\$ 108,485	\$ 112,825	\$ 117,338
Miscellaneous	\$ 328,112	\$ 84,113	\$ 83,400	\$ 86,736
<b>TOTAL Operating Expenses</b>	<b>\$ 5,957,165</b>	<b>\$ 5,452,293</b>	<b>\$ 5,660,307</b>	<b>\$ 5,880,719</b>
<b>EBIT</b>	<b>\$ (790,235)</b>	<b>\$ 179,232</b>	<b>\$ 389,075</b>	<b>\$ 511,712</b>
Interest	\$ 202,859	\$ 110,600	\$ 94,800	\$ 94,800
<b>Disposable Income</b>	<b>\$ (993,094)</b>	<b>\$ 68,632</b>	<b>\$ 294,275</b>	<b>\$ 416,912</b>